



Industry Update

MATTHEW JOINS BARENBRUG



Specialist grass seed breeder Barenbrug has announced the appointment of Matthew Williams as its new Regional Sales Manager for north Wales, the northwest of England and the Midlands.

Matthew, 42, is an experienced greenkeeper and has worked at a variety of clubs across the country. Prior to joining Barenbrug he was Deputy Head Greenkeeper of the 18-hole Wrexham Golf Club in his hometown of Wrexham. He also has a HND in Horticulture specialising in Golf Course Management from Reaseheath College in Cheshire.

NEW TECHNICAL ADVISOR



British Seed Houses has appointed Tom Fleetwood as Technical Sales Advisor for the South East of England.

Tom has extensive knowledge of both the seed and fertiliser businesses which he gained working in his native New Zealand.

He comes from a rural background and has a Bachelor of Agricultural Science degree from Lincoln University. For the last four years he has worked as a sales consultant for Ravensdown Fertiliser, based in Christchurch.

NEW APPOINTMENT



Paul Keen has been appointed Club Manager at the newly opened 18-hole golf course at Luton Hoo. He joins Luton Hoo Hotel, Golf & Spa on the Bedfordshire and Hertfordshire border after five years at Hanbury Manor Golf & Country Club in Ware. The golf course at Luton Hoo is one of the longest in the UK at 7,107 yards, with the average being 6,400 yards.

Paul, 31, who comes from Dunstable, first picked up golf club as a child and when he realised his game was not going to reach pro standard he set his sights on a career in golf management.

FIRST AREA MANAGER



Kyoeshia UK, the newest name in UK fine turf machinery on UK golf courses, has appointed its first Area Manager

to promote its full line of Baroness brand turf maintenance machinery in the South West. Huw Thomas (48) has spent his working life in the grounds care business having worked previously for a retail dealership and also as a greenkeeper.

NEW TURF PRODUCTION MANAGER



James Mason has joined Rolawn as Turf Production Manager.

Prior to joining Rolawn, James was part of the agricultural management team at Birds Eye Ltd, working with grower organisations through all aspects of production, logistics, research and development.

NEW DEALER

Mawsley Machinery, one of the most established plant sales operations in the UK are the latest to add to the growing Takeuchi team of distributors across the UK and Eire.

The move to add Takeuchi indicates the growing potential in the central region for the leading brand, Takeuchi already maintains a top three position worldwide for its mini excavators.

Mawsley Machinery already has a number of market leaders including Bomag, Compair, Manitou, Thwaites who have been proven successes for Mawsley since the beginning some 28 years ago at Brixworth, Northamptonshire.

RECORD PROFITS

JCB recently announced record pre-tax profits of £187 million for 2007 following the most successful year in its 62-year history. The result was achieved in a year when machine sales rose to more than 72,000 and turnover reached a new peak of £2.25 billion.

JCB Chairman Sir Anthony Bamford said: "2007 saw JCB make great progress and it was our best-ever year. The outlook for the remainder of 2008 does look challenging but I believe we are well-placed to adapt to these difficult conditions."

DEALER NETWORK STRENGTHENED

Ransomes Jacobsen Ltd has strengthened its dealer network with the appointment of Bredy Agricentre Ltd as its main dealer for the county of Dorset.

Bredy Agricentre, established for over 20 years and based in Dorchester, has been marketing the Ransomes Jacobsen Lawn and Garden products and the Iseki tractor range, on a non-exclusive basis since March 2007.

PJ Flegg, part of the Medland Sanders and Twose group, who were previously responsible for the Dorset area, will now concentrate on a territory that includes Cornwall, Devon and Somerset.

PRICE DECREASE FOR UK MARKETS

It makes a refreshing change that positive financial success in the USA results in price reductions for the UK. However, JSM Distribution has announced just that for their Sand Storm screening system. Still a relatively new introduction into the UK, the increasing sales in its home market of the USA has led to efficiency gains in manufacturing; put this together with a weak dollar and prices can come down.

Principally aimed at the renovation of golf course bunkers, the sand storm can also handle other materials that may benefit from a screening process. Vibrating screens on the Sand Storm work to remove debris such as leaves, twigs, needles, weeds, stone and clay particles.

JACOBSEN WINS OVER WORTHING GOLF CLUB

New turf maintenance equipment, supplied by local Ransomes Jacobsen dealer Harper & Eede of Albourne, has been delivered to Worthing Golf Club.

The Club, which features two 18 hole golf courses, is probably the finest downland course in England and occupies a commanding position on the slopes of the South Downs, immediately below the site of the Roman fort at Cissbury Ring.

Course Manager, George Barr, has been refreshing his turf maintenance fleet over the past couple of years and has returned to Harper & Eede to purchase two Jacobsen TR3 tees mowers, an HR3300T out-front rotary, an AR250 semi-rough mower and a Jacobsen LF fairway mower.



TWO TOP CLUBS SIGN DEAL

In testament to Toro's top-quality turf machinery and customer care, two leading golf clubs have cemented their long-term relationships with the company by signing exclusivity deals.

Scotland's Kingsbarns Golf Links, in Fife, and Peterborough Milton Golf Club in Cambridgeshire are long-standing Toro machinery customers – with Kingsbarns also an irrigation customer since it opened in 2000 – but both have now chosen to commit to Toro on a five-year exclusive basis.



From left: Kingsbarns Course Manager, Innes Knight, Scott McNeil from machinery supplier Hendersons, and Lely's Key Accounts Manager, Trevor Chard, seal the Toro exclusivity deal.

EQUIPMENT LENDS FINISHING TOUCH TO US OPEN COURSE

With the right support, you can do anything. Just ask Mark J Woodward, CGCS, the golf operations manager responsible for elevating a tournament quality municipal golf course to one worthy of hosting the 2008 US Open.

Only the second public and first city owned course to host the Open, Torrey Pines Golf Course in San Diego looked as good as its predecessors thanks to Woodward's management, his support team and grooming from a fleet that includes John Deere equipment.

When Woodward first came to San Diego three years ago, the city was dedicated to improving the South Course at Torrey Pines, having completed a full renovation by Rees Jones in 2001. But even for a man with more than three decades of experience, nurturing the course to championship condition was a challenge. He credits the course's successful transformation to the support of his team: Jon Maddern, the city's assistant golf operations manager, who also served as GCSAA president in 2003; Candice Combs, superintendent of the South Course; and the rest of the staff at Torrey Pines.

Support for the turf has also come from Woodward's John Deere fairway mowers. "We spent years working on the course from an agronomic perspective, so ensuring that the turf was shaped perfectly for the US Open was vital," said Woodward. "Both my team and the players were very pleased with the cut quality our John Deere fairway mowers have delivered."



From left: Lee Cochrane from machinery supplier Lambes Lawnmowers, Lely's Julian Copping, and Peterborough Milton Golf Club's Course Manager, Allan Walker, together with the club's greenkeeping team.